# **Exhibit B (Reseller Pricing)**

# Public Sector Premier Support Published Price List (based on 12 month contract)

State of California Reference Pricing August 25, 2008 through August 24, 2009

PREMIER SUPPORT COMPONENTS	PRICING	DELIVERY
Support Account Management	\$207.00/hr	Purchased in minimum blocks of 120 hour Increments. SAM Hour
(TAM)		component to be purchased in conjunction with Support Assistance, Problem Resolution Hours for Premier Support Service contracts.
Support Assistance	\$207.00/hr	Purchased in minimum blocks of 40 Hour Increments.
Problem Resolution Support	\$207.00/hr	Purchased in minimum blocks of 40 Hour Increments.
Dedicated Support Engineer Support Hours (formerly Alliance)	\$231.00/hr	Purchased in conjunction with a dedicated TAM and minimum 800 hours
Application Developer Support Hours	\$231.00/hr	Purchased in blocks of 200 hours
Third Tier Support	\$11,025 entry point	Pricing based per MS Technology Supported
Onsite TAM or ADC Visits	\$2100	Up to 2 days for each visit.
ROSS On-site Visit	\$262.00/hr	Rapid On Site Technical Support
Proactive Technical Support		1 Day Workshop @ \$10,888
Workshops		2 Day Workshop @ \$13,400
		3 Day Workshop @ \$16,000
		4 Day Workshop @ \$18,750
		5 Day Workshop @ \$21,175
Essential Level 0	\$8,299	Pre-packaged Support Offering includes Support Account Mgt, 10 Support
		Assistance hrs, 15 Problem Resolution hrs and Unlimited Premier Online
		Support. Option to add 10 problem resolution hours during the 12 month
		contract period for \$1,999.
Essential Level 1	\$14,499	Pre-packaged Support Offering includes Support Account Mgt, 20 Support
		Assistance hrs, 30 Problem Resolution hrs and Unlimited Premier Online
		Support. Option to add 10 problem resolution hours during the 12 month contract period for \$1,999.

### **Microsoft Premier Support Contact**

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# **Exhibit B (Reseller Pricing)**

## Public Sector Premier Support Published Price List (based on 12 month contract)

State of California Reference Pricing August 25, 2009 through August 24, 2010\*

PREMIER SUPPORT COMPONENTS	PRICING	DELIVERY
Support Account Management (TAM)	\$217.00/hr	Purchased in minimum blocks of 120 hour Increments. SAM Hour component to be purchased in conjunction with Support Assistance, Problem Resolution Hours for Premier Support Service contracts.
Support Assistance	\$217.00/hr	Purchased in minimum blocks of 40 Hour Increments.
Problem Resolution Support	\$217.00/hr	Purchased in minimum blocks of 40 Hour Increments.
Dedicated Support Engineer Support Hours (formerly Alliance)	\$243.00. /hr	Purchased in conjunction with a dedicated TAM and minimum 800 hours
Application Developer Support Hours	\$243.00/hr	Purchased in blocks of 200 hours
Third Tier Support	\$11,576 entry point	Pricing based per MS Technology Supported
Onsite TAM or ADC Visits	\$2205	Up to 2 days for each visit.
ROSS On-site Visit	\$275.00/hr	Rapid On Site Technical Support
Proactive Technical Support Workshops	$\Longrightarrow$	1 Day Workshop @ \$11,432 2 Day Workshop @ \$14,070 3 Day Workshop @ \$16,800 4 Day Workshop @ \$19,688 5 Day Workshop @ \$22,234
Essential Level 0	\$8,714	Pre-packaged Support Offering includes Support Account Mgt, 10 Support Assistance hrs, 15 Problem Resolution hrs and Unlimited Premier Online Support. Option to add 10 problem resolution hours during the 12 month contract period for \$1,999.
Essential Level 1	\$15,224	Pre-packaged Support Offering includes Support Account Mgt, 20 Support Assistance hrs, 30 Problem Resolution hrs and Unlimited Premier Online Support. Option to add 10 problem resolution hours during the 12 month contract period for \$1,999.

#### \*Pricing reflects 5% increase YOY or current market pricing, whichever is less

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